

Trainee Real Estate Agent

Turner Drake & Partners Ltd.



This is One Cool Career!

Yesterday you built your foundation. Today you step into opportunity. Tomorrow you'll be working alongside business owners, developers, investors, and decision-makers shaping our communities. If you are interested in a career that will challenge you, reward your initiative, and give you the opportunity to build something of your own... this is it.

A career in commercial real estate brokerage is one that many people don't initially consider—but once discovered, it quickly becomes exciting, dynamic, entrepreneurial, and highly rewarding. It is a career where your growth is directly tied to your ambition, your effort, and your ability to build meaningful relationships. This is not just a sales role. It is a professional advisory career.

You will develop a broad skill set that includes building relationships and advising clients, analyzing markets and understanding financial fundamentals, negotiating and structuring deals, thinking strategically to solve complex problems, and executing effective marketing and business development initiatives.

From our offices in Halifax, your work will take you across Nova Scotia, engaging with a wide range of clients and properties. You will experience a strong balance between office work, field activity, and client interaction. Our environment is professional, supportive, and collaborative—with a strong emphasis on mentorship, teamwork, and long-term success. We invest in our people and provide the tools, systems, and platform needed to build a successful career. Check our web sites www.turnerdrake.com and www.turnerdrake.ca for a more detailed look at us.

Skills and Qualifications

- You are interested in obtaining a Real Estate Salesperson license in Nova Scotia.
- You have completed (or are completing) an undergraduate degree—preferably in Commerce, Business, or a related field.
- You have a genuine interest in people and enjoy building relationships, and you are both a strong communicator and an active listener.
- You are comfortable engaging with a wide range of individuals, from peers to senior business leaders, and you bring a motivated, self-driven, and entrepreneurial mindset to your work.
- You enjoy solving problems and creating value for clients, and you are looking to build a long-term career rather than simply take on a job.
- You thrive in a team-oriented, collaborative environment, while also demonstrating attention to detail, trustworthiness, energy, and reliability.
- You have an enquiring mind and a sense of humour.
- Previous experience in real estate, sales, or business development is an asset, but not required.

Training & Development

We offer a structured and well-coordinated development program that combines company-supported formal education through the University of British Columbia's real estate program, in-house training focused on brokerage fundamentals, market knowledge, and client engagement, and hands-on, on-the-job experience under the guidance of experienced mentors. This integrated approach is designed to accelerate your learning while building a strong foundation for long-term success.

From an early stage, you will be given the opportunity to take on meaningful responsibility, working on real assignments from start to finish within your first few months. As your knowledge and experience grow, your level of responsibility will increase accordingly, with ongoing support and mentorship along the way.

While your primary focus will be within our Brokerage Division, you will also gain exposure to our broader service platform, providing you with a comprehensive and well-rounded understanding of the commercial real estate industry.

Why This Career?

This is a career where your earning potential is tied to your performance, where no two days are the same, and where you focus on building long-term relationships rather than simply completing transactions. You will operate as both a professional advisor and an entrepreneur, with your success ultimately limited only by your ambition.

If this sounds like the kind of challenge you are looking for, we would welcome the opportunity to speak with you.

Confidentiality

All enquiries and applications will be treated in the *strictest* confidence.

Closing Date:

Applicants will be evaluated and interviewed as they apply. The posting will be closed when the position is filled.

Compensation

This is a salaried position with a benefits and pension package.

Application:

Submit your CV (together with a copy of your University Transcript) to:

Paulo Mattos, BBA, MBA
Vice-President Brokerage
Turner Drake & Partners Ltd.
Real Estate Counsellors
6182 North Street
Halifax NS B3K 1P5

Email: pmattos@turnerdrake.com

Website Add

Subject: Trainee Real Estate Agent

Today you help sell commercial real estate. Tomorrow you will seize the opportunity to crystallise that knowledge into a long-term career! If you have a background in sales, and/or a Commerce degree and a burning desire for a long-term career that will challenge you to reach for new heights . . . this is it. This is not just a sales position. It requires a broad skill set (critical thinking, financial analysis, problem solving, negotiation, networking, marketing, the determination to cut to the quick and close the deal . . . and the ability to see the forest and count the trees). Capitalise on your ambition: take advantage of our company funded study for the University of British Columbia's real estate degree by distance learning. From our office in Halifax your work will take you throughout Nova Scotia and offer a good balance between office and field work. The work environment is professional, friendly, supportive, and (usually) good fun. Our computer resources are state of the art and our skills base (Valuation, Space Measurement, Property Tax,

Planning, Economic Intelligence, Counselling, and Brokerage) is unmatched in breadth and depth in Atlantic Canada. Check out our websites www.turnerdrake.ca and www.turnerdrake.com for a more detailed look at us. To learn more about this career opportunity, click on the attachment and view this PDF document using an Acrobat Reader Plug-in (available as a free download from the Adobe Web Site, www.adobe.com).